



## **Faculty of Commerce and Administration**

### **Research and Awards Newsletter**

FROM: *Ulrike de Brentani, Associate Dean  
Research and Ph.D.*

DATE: 30 August 1993

#### ● **COMMERCE 1992-93 SUCCESSES**

##### ● **EXTERNAL GRANT AWARDS**

###### A. SSHRC - SOCIAL SCIENCES AND HUMANITIES RESEARCH COUNCIL OF CANADA (1993---)

**Mohamed Khalifa**, DS/MIS

*A Structural Equation Model for Ease of Learning  
User Interfaces.*

**Jean McGuire**, Management

*Corporate Governance, the Board of Directors and  
Agency Theory.*

**Tae Park**, Finance

*Determinants of Trading Volume in Equity Options  
and the Demand for New Equity Options Contracts.*

**Bruce Prince**, Management

**David Waldman**, Management

*Effective Performance Appraisal Practices for a  
Total Quality Management (TQM) Strategy.*

**Alan Saks**, Management

*A Process Investigation on the Effectiveness of  
Post-Training Intervention for Skill Maintenance  
and Generalization.*

**Latha Shanker**, Finance

*Financial Institutions in Canada and Determinants  
of Risk Management: Efficiency and Leasing.*

###### B. NSERC - NATURAL SCIENCES AND ENGINEERING COUNCIL OF CANADA (1993---)

**Jean-Marie Bourjolly**, DS/MIS

*Production Planning Problems: Design of  
Algorithms.*

**Mohan Gopalakrishnan**, DS/MIS

*Lot Sizing Models for Production Planning.*

**Mohamed Khalifa**, DS/MIS

*Development of a Knowledge-Based Interface  
Design and Evaluation System.*

###### C. FCAR - FONDS POUR LA FORMATION DE CHERCHEURS ET L'AIDE A LA RECHERCHE (1993---)

"Nouveaux Chercheurs"

**Mohan Gopalakrishnan**, DS/MIS

*Modeles de Dimensionnement de Lots pour  
Planification de la Production.*

**Alan Saks**, Management

*Examen de l'Efficacité de la Formation sur le  
Comportement et les Resultants en Matière de  
Recherche d'Emploi.*

"Team Grants"

**Vishwanath Baba**, Management

**Muhammad Jamal**, Management

**Gary Johns**, Management

*Les Liens Individu-Organisation, Leurs  
Antecedents, Leurs Processus et Leurs  
Consequences.*

(EXTERNAL GRANTS - continued)

D. CCMD - CANADIAN CENTRE FOR MANAGEMENT DEVELOPMENT

**David Waldman**, Management  
*Performance Appraisal and Total Quality Management within the Public Service Sector: An Investigation of User Preferences.*

E. CAAA - CANADIAN ACADEMIC ACCOUNTING ASSOCIATION

**Jeong B. Kim**, Accounting  
*The Profitability of Accounting-Based Investment Strategies: Further Evidence on Market Inefficiency.*

● UNIVERSITY RESEARCH GRANTS

A. FRDP - "START-UP" GRANTS

**Deborah B. Fenner**, DS/MIS  
*Designing Computerized Support for Real-time Dynamic Decision-making Environments: From Requirements Determination Through Features Testing.*

**Mark D. Flood**, Finance  
*An Investigation of Alternative Price Communication Schemes in Decentralized Financial Markets.*

**Terri Litouchy**, Management  
*The Study and Training of "Win-Win" Negotiations in International and Intranational Business Negotiations.*

B. FRDP - "TARGETED" GRANTS

**Jean-Marie Bourjolly**, DS/MIS  
*Applications of Operations Research Techniques to Industrial Planning Problems.*

**Themis Politof**, DS/MIS  
*Market Structure and Strategic Decisions of a Firm: A Game-Theoretic Approach.*

● FACULTY OF COMMERCE GRANTS

A. M.SC. STUDENT THESIS GRANTS

**Kemal Büyükkurt**, Marketing  
**Rania Ijhaish**  
*The Effects of Environmental Uncertainty and Degree of Competition in Market Knowledge Utilization in Organizations.*

**Kemal Büyükkurt**, Marketing  
**Nathalie Pedicelli**  
*An Empirical Study of the Life Style Differences Between the "Baby Boom" and the "Baby Bust" Generation.*

**Mohan Gopalakrishnan**, DS/MIS  
**Mohamed Khalifa**, DS/MIS  
**Luc Rochette**  
*Measuring the Quality of Information Systems: A Total Quality Management (TQM) Approach.*

**Arvind Jain**, Finance  
**Valerie Victoor**  
*Measurement of Currency Risk: Application of Integrated Approach to Lumber Industry.*

**Abol Jalilvand**, Finance  
**Lina Taher**  
*Debt Maturity Structure: An Empirical Examination.*

**Abol Jalilvand**, Finance  
**Bahram Dadgostar**  
*Garch Effects in Stock Prices: Possible Explanation by Volume and Number of Trades.*

**Muhammad Jamal**, Management  
**Barry Kaufman**  
*Humour as a Moderator between Job Stress and Burnout.*

**Lea Katsanis**, Marketing  
**Suzanne Mhanna**  
*Aids Prevention and College Students: Behavioral Change and the Role of the Sources of Influence.*



(FACULTY OF COMMERCE GRANTS - continued)

C. SEED GRANTS

**Ibrahim Aly**, Accounting  
*Health Care Cost Containment: Implications for Standard Cost Systems & Cost Driver Analysis.*

**Annamma Joy**, Marketing  
*Marketing and the Arts in Canada.*

D. PHARMACEUTICAL GRANTS

**Lea Katsanis**, Marketing  
*Identification of Job Performance Evaluation Criteria for Canadian Pharmaceutical Product Managers.*

**Rick Molz**, Management  
**Jean McGuire**, Management  
*External Change, Core Competence and Competitiveness in the Pharmaceutical Industry.*

● FACULTY "BEST PAPER" AWARDS

A. BEST PAPER (European Marketing Academy Conference-EMAC, May 1993)

**Ulrike de Brentani**, Marketing  
*Characteristics of a Successful New Product Development Process for Industrial Financial Services.*

B. BEST INTERNATIONAL BUSINESS PAPER (Administrative Sciences Association of Canada-ASAC, June 1993)

**Louis Hebert**, Management  
*Should Control be Shared?*

C. BEST EMPIRICAL PAPER (International Academy of Business Disciplines, April 1993)

**A. Bakr Ibrahim**, Management  
*Strategy Types and Small Firms' Performance: An Empirical Investigation.*

D. BEST PAPER (Academy of Management Conference, August 1993)

**Alan Saks**, Management  
*Moderating and Mediating Effects of Self-Efficacy for the Relationship Between Training and Newcomer Adjustment.*

● PH.D. & M.SC. STUDENT AWARDS

A. FCAR - BOURSE DE DOCTORAT  
**Ian Rakita**, Finance (Ph.D.)

B. ALCAN DOCTORAL FELLOWSHIP  
**Eva. M. Phillips**, DS/MIS (Ph.D.)

C. J.W. McCONNELL MEMORIAL GRADUATE FELLOWSHIP  
**Bella L. Galperin**, Management (M.Sc.)  
**Rania Ijhaish**, Marketing (M.Sc.)  
**Ian Rakita**, Finance (Ph.D.)

D. CONCORDIA GRADUATE FELLOWSHIP  
**Louise Kelly**, Management (Ph.D.)  
**Anamitra Shome**, Accounting (Ph.D.)  
**Xijia Su**, Accounting (Ph.D.)

For future Research and Awards Newsletters, please sent information items to:

**Ulrike de Brentani**, Associate Dean  
Research and Ph.D.  
Faculty of Commerce and Administration  
GM 403-17 (848-2702 or 848-2707)



(FACULTY OF COMMERCE GRANTS - continued)

**Mohamed Khalifa, DS/MIS**

**Michel Savoie**

*Representation and Evaluation of the User Interface.*

**Chung Koo Kim, Marketing**

**Claudia Scolaro**

*Price-Induced Asymmetric Switching High and Low Quality Intertype Transportation Services.*

**Lawrence Kryzanowski, Finance**

**Cyril Bonnet**

*The Determinants of the Means of Payment in Cross-Border Transactions with some evidence from Canadian, U.S. and U.K. Transactions.*

**Michel Laroche, Marketing**

**Marc Tomiuk**

*The Development of a Multidimensional Measure of Acculturation: Empirical Evidence and an Application in Consumer Research.*

**Danielle Morin, DS/MIS**

**Beata Mielcarek**

*Statistical Analysis and Assessment of the Factors Influencing Canadian Commercial Airline Accidents.*

**Robert Oppenheimer, Management**

**Eric Gregoire**

*Testing the Predictive Validity and Incremental Validity of a Structured Job-Related Interview and a Cognitive Ability Test.*

**Tae Park, Finance**

**Athanassios Piliounis**

*Determining the Hedging Effectiveness of Currency Futures, Options on Futures and Forwards with Transaction Costs.*

**Bruce Prince, Management**

**Nada Katul**

*A Study of High Involvement (HI) Organization Practices in Canada.*

**Jerry Rosenblatt, Marketing**

**Camille Otrakji**

*Effect of Using Multimedia Computers in Business Presentations on Comprehension, Retention and Source Credibility.*

**Alan Saks, Management**

**Helen Kyriazopoulos**

*People and TQM Organizational Culture: A Study of the Effect of TQM Value Congruity on Job Choice Decisions.*

**Alan Saks, Management**

**Sandra Rehany**

*Cross-Cultural Training and Expatriate Adjustment: A Social Cognitive Theory Perspective.*

**Latha Shanker, Finance**

**Andrew Nevard**

*Interest Rate Risk Hedging by Canadian Financial Institutions.*

**Latha Shanker, Finance**

**Sarah Samuel**

*Critical Determinants in the Success or Failure of Financial Futures Contracts.*

**David Waldman, Management**

**Joyce Ribah**

*Understanding the TQM Process: An Integration of the Critical Components of a TQM Program.*

B. INTERDISCIPLINARY TEAM GRANTS

**David Waldman, Management**

**Mohan Gopalakrishnan, DS/MIS**

**Mrugank V. Thakor, Marketing**

*An Interdisciplinary Investigation of the Total Quality Management Factors that Predict Customer Perceptions of Quality.*

**Jeong B. Kim, Accounting**

**Tae Park, Finance**

*Effects of Layoffs on Analysts' Earnings Forecasts and Shareholder Wealth.*